

# **IN RE WASHINGTON TROTTING ASSOCIATION, LLC**

**PETITION FOR SPORTS WAGERING CERTIFICATE**

**AND**

**PETITION FOR APPROVAL OF SPORTS WAGERING SHARED SERVICES AGREEMENT**

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**PENN NATIONAL**  
GAMING, INC.

**OHA# 8589-2019**

**OHA# 8660-2019**

**OCTOBER 2, 2019**

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**AMERISTAR**

*Lauberge*

**HOLLYWOOD  
CASINO.COM**

**MORE CHOICES. BETTER REWARDS.**

# SPEAKERS

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**CHRIS ROGERS,** SENIOR VICE PRESIDENT, CORPORATE DEVELOPMENT, PENN NATIONAL GAMING, INC.

**TONY FRABBIELE,** VICE PRESIDENT & GENERAL MANAGER, THE MEADOWS RACETRACK & CASINO

**TIMOTHY DENT,** CHIEF FINANCIAL OFFICER / CHIEF COMPLIANCE OFFICER, DRAFTKINGS

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# PLAYER-FIRST STRATEGY



## WASHINGTON TROTTING ASSOCIATION, LLC

LAND-BASED

INTERACTIVE



Kambi



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# PENN INTERACTIVE



## COMPANY BACKGROUND

- **INTERACTIVE AND SPORTS WAGERING DIVISION OF PENN NATIONAL GAMING, WITH OFFICES IN CONSHOHOCKEN, PHILADELPHIA, AND LAS VEGAS**
- **APPROX. 75 EMPLOYEES**
- **CURRENTLY OPERATES IN THE FOLLOWING BUSINESSES:**
  - **RETAIL SPORTSBOOK**
  - **HOLLYWOODCASINO.COM RMG (PA-ONLY)**
  - **HOLLYWOODRACES.COM (ADW)**
  - **FREE-TO-PLAY SOCIAL CASINO GAMING AND BINGO**

## RETAIL SPORTSBOOK EXPERIENCE

- **AMERISTAR COUNCIL BLUFFS (IOWA)**
  - LAUNCHED: AUGUST 15TH (LIVE ON DAY 1)
  - LAUNCHED WITH KIOSKS & TICKET WRITER TERMINALS
  - MYCHOICE REWARDS INTEGRATION WITH HARDWARE
- **AMERISTAR EAST CHICAGO (INDIANA)**
  - LAUNCHED: SEPTEMBER 1ST (LIVE ON DAY 1)
  - LAUNCHED WITH KIOSKS & TICKET WRITER TERMINALS
  - MYCHOICE REWARDS INTEGRATION WITH HARDWARE
- **HOLLYWOOD LAWRENCEBURG (INDIANA)**
  - LAUNCHED: SEPTEMBER 1ST (LIVE ON DAY 1)
  - LAUNCHED WITH KIOSKS & TICKET WRITER TERMINALS
  - MYCHOICE REWARDS INTEGRATION WITH HARDWARE
- **FUTURE LAUNCHES: PA, WV, MS, NV, IL**

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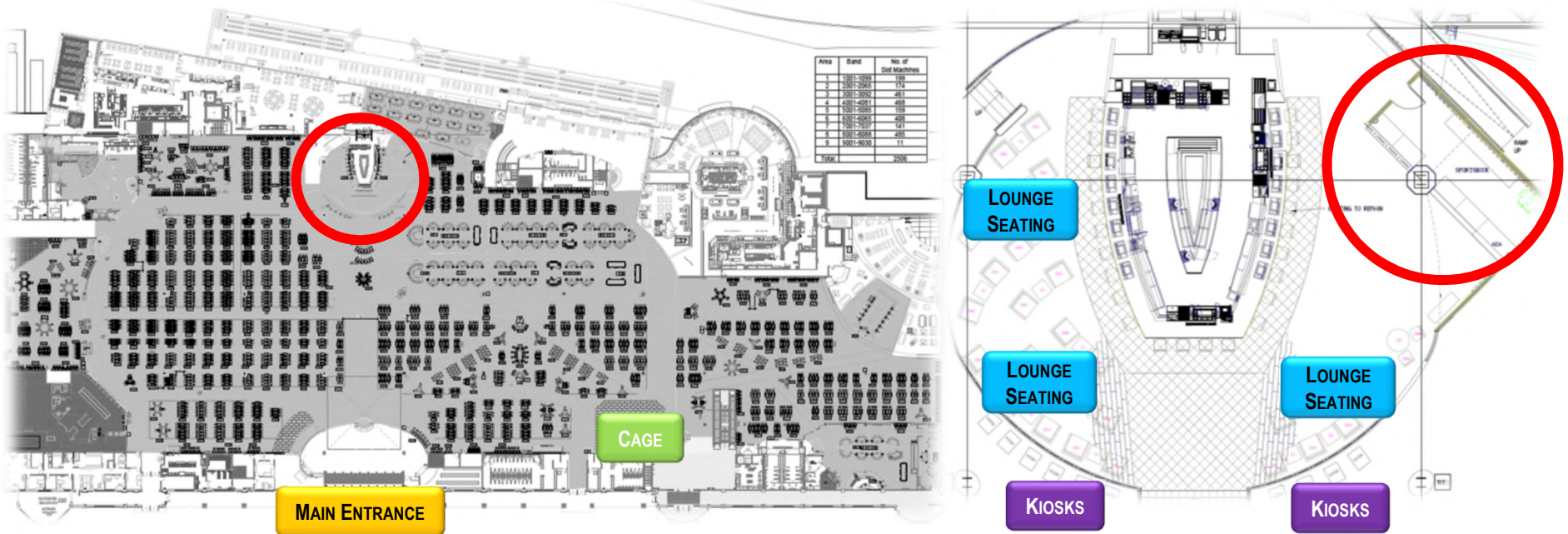
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**THE MEADOWS** **SPORTSBOOK**  
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WHEN YOU BET ON  
**SPORTS!**

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### BY THE NUMBERS

- **\$1.4M** RENOVATION OF VIBE LOUNGE  
(100% NON-SMOKING)
- **28** NEW LOUNGE SEATS
- **17+** TVs
- **5** LIVE TELLER WINDOWS
- **18** KIOSKS  
(13 IN NON-SMOKING AREAS)
- **17** DIRECT JOBS (11 FT / 6 PT)



**WINNING ISN'T EVERYTHING.  
COVERING IS!**

INTRODUCING  
THE SPORTSBOOK

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Gambling Problem? Call 1-800-GAMBLER

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# ONLINE SPORTSBOOK



**Sign Up**

CONTINUE WITH FACEBOOK

OR

First Name

Last Name

Email

Password

United States

State of Birth

Month

Day

Year

I agree to the Terms of Use and the Privacy Policy and understand that I am at least 18 years of age. Minimum 18 years old to register in Delaware and Indiana. Minimum 21 years old to register in Pennsylvania.

**SIGN UP**

Already have an account? [Log In](#)

**Complete Account**

Mobile Phone

+1

☐ I accept these Terms of Use, Privacy Policy, and agree to receive marketing communications and offers from DraftKings.

☐ I hereby acknowledge that I am over the age of 21 and am prohibited from allowing any other person to access or use my gaming account.

☐ I certify that all information provided during account registration is true and accurate and that I am not a casino key employee or casino employee or involved from registering in a new gaming account or resuscitating facility.

You can set up email alerts by reviewing a guide to our messages every time you log in. You may turn Email Authentication Off in the My Account section anytime.

**SUBMIT**

**INFORMATION REQUIRED**

Full Name

First Last

Home Address

UNITED STATES

Address 1

Address 2 (Optional)

City State Zip Code

Date of Birth

Month Day Year

SSN (Last 4 Digits)

XXXX

**CONFIRM & CONTINUE**

Why are you asking me for this information?

In order to protect game integrity and ensure account security, we require our users to fill out this account information so you can continue playing the games you love. As a reminder, failure to verify your identity may prevent you from depositing, playing, and withdrawing on our site.

Account Information

Account Statement-Transactions

Account Statement-Player Limit History

Preferences

Self Exclusion

Player Limits

Cool Off

Withdraw

## Cool Off

Please note, your cool off period will be applied to your Sportsbook, Casino, and Daily Fantasy accounts.

Playing on DraftKings should be a fun hobby and a great way to add enjoyment to the game. To keep the game as such, you can set a cooling off period if you feel like you're spending too much time or money. This period restricts you from placing any bets, depositing funds and prevents you from making changes to your account. You will not be withdrawn from any upcoming DraftKings Fantasy entries. To withdraw funds from your account during your cool-off period, please contact our customer support team.

### Cooling Off Period

3 Days

3 Days

4 Days

5 Days

**6 Days**

1 Week

2 Weeks

3 Weeks

4 Weeks

## Self Exclusion

Please note, your self-exclusion period will be applied to your Sportsbook, Casino, and Daily Fantasy accounts.

At DraftKings, we bring fans closer to the games they love by adding the fun and thrill of competition. To keep the game as such, consider self-exclusion if you feel like you're spending too much time or money.

Please see our [Responsible Gaming](#) page for more information on self-exclusion. If you would like to close your account permanently, you can do this by reaching out to customer support. Please enter "Permanent Self-Exclusion" in the subject line. You can contact customer support here: [sportsbook@draftkings.com](mailto:sportsbook@draftkings.com).

If you want to exclude from gaming in the Commonwealth of Pennsylvania, please submit the form on the Pennsylvania Gaming Control Board website.



Account Information

Account Statement-Transactions

Account Statement-Player Limit History

Preferences

Self Exclusion

Player Limits

Cool Off

Withdraw

## Player Limits

You can set self-imposed limits to block yourself from certain gaming functionality. After setting a limit, you may only increase it after the date shown under current limits has passed. You will be able to decrease a previously set limit at any time.

### Deposit Limits

Set the maximum limit on the amount you can deposit into your DraftKings account. These limits will be applied to all Sportsbook, Casino and Daily Fantasy deposits.

Per Day Per Week Per Month

\$ 600 \$ 1000 \$ 2000

**SAVE**

### Current Deposit Limits

You cannot deposit more than \$600 per day. MAY INCREASE TODAY  
You cannot deposit more than \$1000 per week. MAY INCREASE TODAY  
You cannot deposit more than \$2000 per month. MAY INCREASE TODAY

### Spending Limits

Select how much you can spend on DraftKings Sportsbook + Casino.

Per Day Per Week Per Month

\$ \$ \$

**SAVE**

### Wager Limits

Select a limit on the maximum amount of any single wager you can place on DraftKings Sportsbook or DraftKings Casino.

Sportsbook Casino

\$ \$

**SAVE**

### Time Limits

Select a time limit to restrict the number of hours in a day you can spend on the site.

Hours Per Day

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# QUESTIONS?

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